

Message Text

LIMITED OFFICIAL USE

PAGE 01 KHARTO 04079 311139Z
ACTION XMB-04

INFO OCT-01 AF-10 NEA-10 ISO-00 AID-05 CIAE-00 COME-00
EB-08 FRB-03 INR-10 NSAE-00 ICA-11 TRSE-00
OPIC-03 SP-02 OMB-01 /068 W
-----042482 010548Z /14

R 310827Z AUG 78
FM AMEMBASSY KHARTOUM
TO SECSTATE WASHDC 8357
INFO AMEMBASSY JIDDA
AMEMBASSY KUWAIT

LIMITED OFFICIAL USE KHARTOUM 4079

DEPT PASS EXIM

E.O. 11652: N/A
TAGS: XMB, SU, XA, XF, BEXP
SUBJECT: U.S. TRUCK SALE TO KENANA SUGAR PROJECT

1. ACCORDING TO WALTER J. LANDRY, PRESIDENT OF J&L/HONIRON ENGINEERING, HIS COMPANY AND MACK TRUCK CO. WILL RECEIVE THIS WEEK A LETTER OF INTENT FROM KENANA SUGAR CO., FOR US \$10 MILLIONS PURCHASE OF CANE TRANSPORT TRUCKS, TRAILERS AND CONTAINERS. SALE CONTINGENT UPON EXTERNAL FINANCE.

2. AS EXIM AWARE, COMMERCIAL FINANCE ESSENTIALLY IMPOSSIBLE OBTAIN WITHOUT SAUDI AND KUWAITI STOCKHOLDERS GUARANTEE, WHICH THEY HAVE THUS FAR REFUSED TO GIVE. LANDRY TOLD BY KENANA PROJECT MANAGER, HOWEVER, THAT GUARANTEE MIGHT BE FORTHCOMING IF STOCKHOLDERS COULD BE GIVEN WRITTEN PROOF THAT IT NECESSARY. PROJECT MANAGER SUGGESTED LETTER FROM EXIM TO LANDRY STATING THAT EXIM FINANCING COULD NOT BE CONSIDERED WITHOUT STOCKHOLDER GUARANTEE. LANDRY WILL APPROACH EXIM FIRST WEEK OF

LIMITED OFFICIAL USE

PAGE 02 KHARTO 04079 311139Z

SEPTEMBER TO REQUEST FINANCE OR LETTER.

3. COMMENT: SUCH A LETTER WOULD OF COURSE AMOUNT TO COMMITMENT TO FINANCE IF GUARANTEE FORTHCOMING. BOTH LANDRY AND EMBASSY AWARE THAT SUCH COMMITMENT DIFFICULT UNDER CIRCUMSTANCES. ALSO APPEARS, HOWEVER, THAT STOCKHOLDER GUARANTEE WOULD REDUCE/ELIMINATE FINANCIAL RISK

AND SHOULD SUBSTANTIALLY ENHANCE "BANKABILITY" OF SALE.
SALE ALSO PROVIDES OPPORTUNITY TO DEMONSTRATE US/EXIM
FLEXIBILITY AND INTEREST IN ASSISTING SUDAN WHERE POSSIBLE.
REQUEST THAT EXIM GIVE POSITIVE CONSIDERATION LANDRY
REQUEST AND ISSUE LETTER FOR LANDRY'S TRANSMITTAL TO
KENANA PROJECT MANAGER.
BOGOSIAN

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 31 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978KHARTO004079
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780357-0306
Format: TEL
From: KHARTOUM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t1978084/aaaaadeh.tel
Line Count: 69
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 9804dd5f-c288-dd11-92da-001cc4696bcc
Office: ACTION XMB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 apr 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1668945
Secure: OPEN
Status: NATIVE
Subject: U.S. TRUCK SALE TO KENANA SUGAR PROJECT
TAGS: BEXP, SU, XA, XF, XMB
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/9804dd5f-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014